



Show Me The Money!

**Thinking Strategically About the
Pursuit of Grants**

**Chronic Disease Disparities in AZ:
From Awareness to Action
Thursday, April 14, 2005
Arizona Department of Health Services**

Discovery Phase

Concept Paper – Let your mission lead

- Problem statement
- Your plan to address problem
- Evaluation



Discovery Phase

Find a Funding Source



- Public Sector
- Private Sector

Discovery Phase

Favorite Web Sites for General Info

- **www.phoenixpubliclibrary.org/fgc.jsp**
 - Phoenix Public Library - Look for Organizations and Grants under the Databases link

- **www.lib.ci.tucson.az.us/grants**
 - Tucson-Pima Public Library - Jean Lewis, Grants Librarian, welcomes all to visit her site; click on “Grants”

Discovery Phase

More Favorite Web Sites

- **www.azgrants.com**
 - Just Grants Arizona - classes, consultants, Arizona Guide to Grants and Giving

- **www.azfoundation.org**
 - DOT.CHE
 - Single Application

Discovery Phase

More Favorite Web Sites

- **www.fdncenter.org**

- Foundation Center - Search 990-PF's and review a short course in proposal writing

- **www.tgci.com**

- The Grantsmanship Center - Information about their very popular, week-long training session

Discovery Phase

More Favorite Web Sites

- **www.washingtonpost.com/wp-srv/politics/govt/fedguide/list.htm**
 - The Federal Internet Guide: All Sites A-Z
- **www.philanthropy.com/**
 - *The Chronicle of Philanthropy* is the newspaper of the nonprofit world
- **www.allianceforjustice.org**
 - Worry-Free Lobbying for Nonprofits

Discovery Phase

Websites for Health and Substance Abuse – Federal

- **www.cdc.gov/gov/od/pgp/funding/grantmain.htm**
 - Department of Health and Human Services
Centers for Disease Control and Prevention
grants

Discovery Phase

Websites for Health and Substance Abuse – Federal

- **www.samhsa.gov/grants**
 - **Substance Abuse Mental Health Services Administration**
- **www.epa.gov**
 - **U.S. Environmental Protection Agency Grants and Debarment**
- **www.whitehouse.gov**
 - **White House Office of Faith-Based and Community Initiatives – Substance Abuse**

Discovery Phase

Websites for Health and Substance Abuse – Private Foundations

- **www.americanlegacy.org**
 - American Legacy Foundation
- **www.slhi.org**
 - St. Luke's Health Initiatives
- **www.rwjf.org**
 - The Robert Wood Johnson Foundation

Discovery Phase

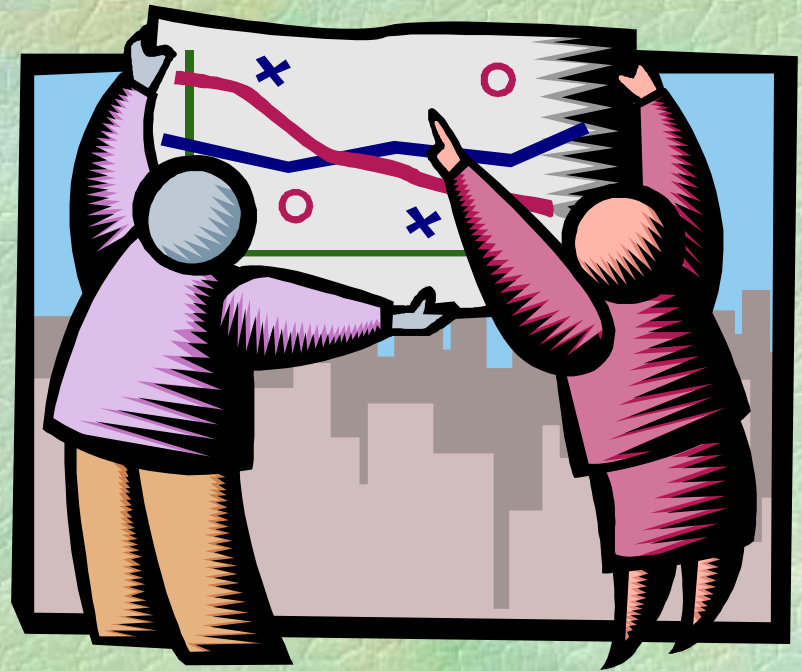
Websites for Nonprofits

- **www.nonprofitbasics.org/**
 - Center for Philanthropy & Nonprofit Leadership; Nonprofit Good Practice Guide
- **www.grantprofessionals.org/**
 - The American Association of Grants Professionals

Proposal Planning Phase

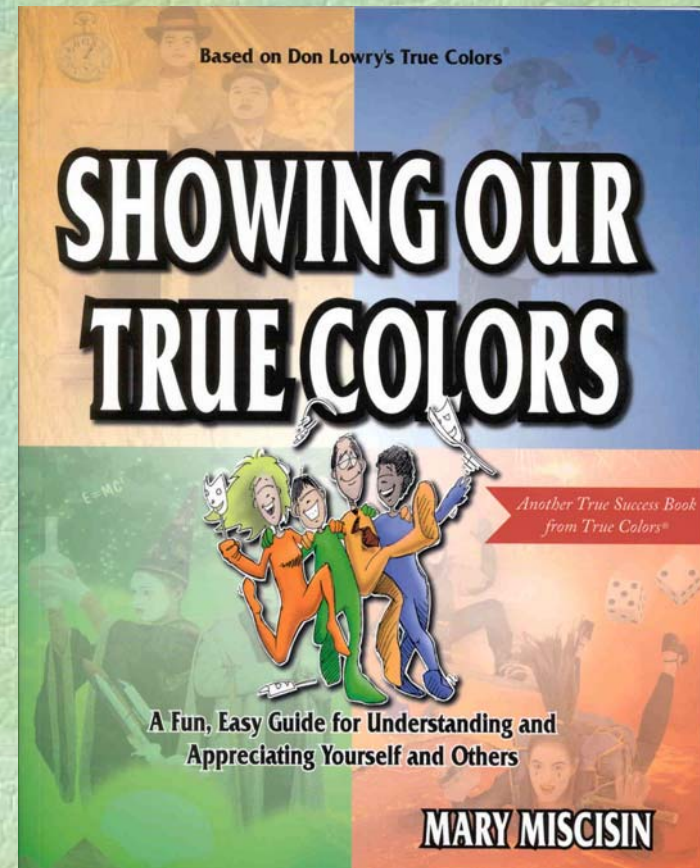
Plan Ahead

- Develop a strategy for relationship management
 - develop your support network
 - make personal contacts
 - formal lobbying



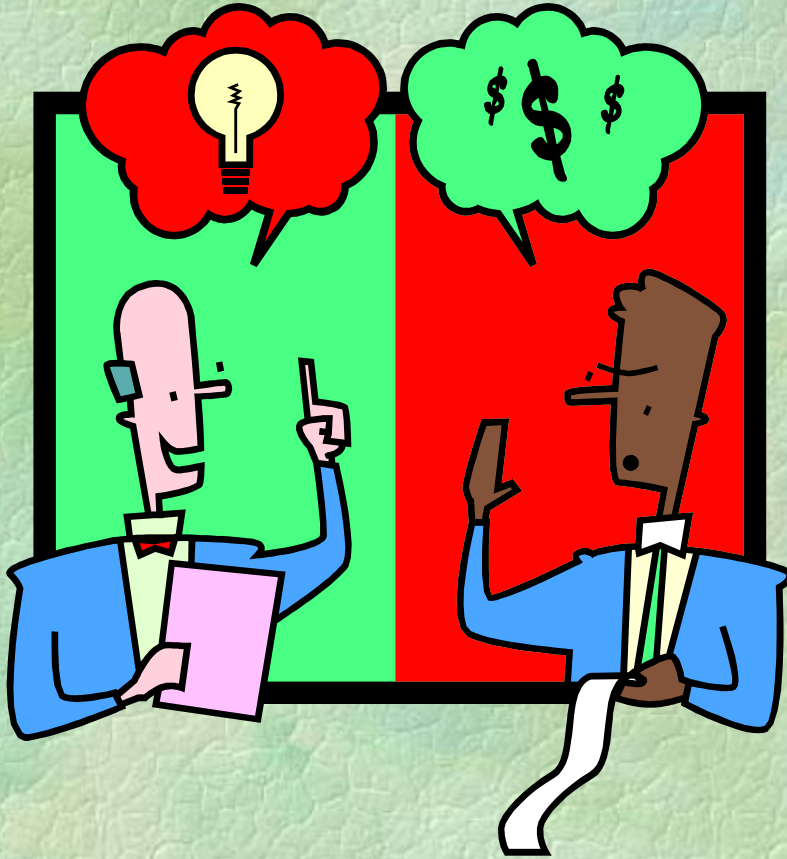
Know Thyself and Thy Colleagues

- Meyers-Briggs, True Colors, LIFO
- Build teams and make assignments around strengths



Proposal Planning Phase

Plan Ahead



- If you have questions - ask
- Mentors - have others look over your proposals
 - colleagues
 - panelists
 - people who have had success with grant writing

Writing Phase

Submit the Proposal

- Read the guidelines
- Do exactly what the sponsor wants
- Make your case
- Most important
 - summary
 - budget



Discovery Phase II

Dealing with Rejection



- Know proposal success rate
- Get reviewer comments
- Decide to resubmit or locate alternative funding source

Discovery Phase II

Thanking the Sponsor & Nurturing the Relationship

- Letters, clippings, comments from participants
- Invitations to participate in project implementation activities



Thank You!

Discovery Phase II

Thanking the Sponsor & Nurturing the Relationship



- Call to discuss problems and challenges
- Preparing for continued funding requests or developing alternative strategies for one time awards



**For questions about this
presentation, contact:**

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